

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 335th
MEETING OF THE BOARD OF COMMISSIONERS December 23, 2009**

A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on December 23, 2009 at 9:00 a.m. pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Chairman, David Duffy, Commissioners, Jeff Hirsh, Bernie Buonanno, Letitia Carter, Patrick Butler, Paul MacDonald and Dale Venturini.

Mr. Gavitt, Mr. Nee and Mr. Fowler were unable to attend.

Also present were James P. McCarvill, Executive Director, Betty Sullivan, Ken Mancuso and Kim Keough, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Tim Muldoon, Deb Tuton and Nancy Beauchamp, SMG/RICC; Larry Lepore, Bob Cappalli and Cheryl Cohen, SMG/DDC; Steve Hahl, VMA; Tom Crocker, Sportservice; Martha Sheridan, PWCVB; Lynn Singleton, PPAC; Joseph Solomon, House Policy Office; Robert Bromley, Senate Fiscal Office and Eileen Smith, Recording Secretary.

Chairman Duffy called the meeting to order at 9:08 AM.

APPROVAL OF MINUTES

Mr. Duffy entertained a motion to accept and approve the minutes of

the 334th meeting, November, 2009. Upon a motion duly made by Ms. Venturini and seconded by Mr. Butler it was unanimously VOTED: to approve the minutes as distributed

Mr. Duffy instructed the Authority office to send the approved minutes to the Secretary of State's Office via electronic mail. Mr. Duffy announced that the next meeting would be held on Thursday, January 28, 2010 at 9:00 AM.

Mr. Duffy asked Mr. McCarvill to present the financial information. Mr. McCarvill noted that the VMA net income for the month of November was (\$63,681) to budget. Mr. McCarvill reported the Year to Date net income was (\$54,413) to budget and (\$5,205) to the prior year. Mr. McCarvill said that the Pink Floyd Laser Light Spectacular was a disappointing event and our loss from that show contributed to the VMA's unfavorable variance for the month. Mr. McCarvill noted that the struggle to make promoters and the general public aware of the facility continues to be a major stumbling block. Promoters are waiting to see how we perform before committing their performers to the VMA. Mr. McCarvill reported that the Convention Center net income for the month of November was (\$42,970) to budget and (\$54,920) to the prior year. Year to date net income was \$546,125 to budget and \$853,525 to the previous year. Mr. McCarvill stated that Food & Beverage and ancillary income exceeded budget expectations. Mr. McCarvill reported that cost saving methods continue to produce good results. Mr. McCarvill stated that the

Dunkin' Donuts Center net income for November was \$11,569 to budget and (\$72,612) to the prior year. Year to date net income was \$500,414 to budget and \$641,786 to the prior year. Mr. McCarvill reported that management continues to monitor costs in labor and utilities. He also reported that strong suite revenues have contributed to the favorable variance. Mr. McCarvill reported that for the month of November the Authority is (\$28,360) to budget and \$557,591 to the prior year. Year to date Net Income for the Authority is (\$53,905) to budget and \$1,940,808 to last year. Mr. McCarvill reported that consolidated net income for November was (\$59,761) to budget and \$430,059 to the prior year. Year to date consolidated net income is \$992,635 to budget and \$3,436,111 to the prior year. Mr. Duffy commented that the financial report was the best that we have had in a long time.

DUNKIN' DONUTS CENTER

Mr. Buonanno was pleased with the Dunkin' Donuts Center's financial report. He complimented management and staff for the way the building is being maintained for lower costs. Mr. Lepore reported that with the new recycling efforts, monthly trash removal expense has been significantly reduced. Mr. Lepore stated that the concrete steps at the front of the building are cracking and that they need a temporary fix to reduce further damage. He said that it has been suggested that test boors be taken to determine the cause of the cracks. Mr. Duffy said that if there are flaws in the concrete we

should not have to pay for the fix. Mr. Lepore noted that the warranty period has passed. Mr. Buonanno suggested contacting Gilbane to see what could be done. Mr. Duffy inquired about talks regarding the Dunkin' Donuts Store. Mr. Lepore stated that since the Blue Cross building is now vacant Dunkin' Donuts is rethinking putting a store in the lobby. Mr. Lepore noted that the location is premium space and that there are many options for its use. Mr. Lepore reported that the Boston Pops was not sold out. Mr. Lepore noted that TSO held two performances and did very well. He said that there is a possibility that the group will be touring again in the Spring. Mr. Lepore noted that WWE continues to draw fans and that the November performance attracted many wrestling fans. Mr. Lepore reported that the Indoor Car Racing event did not do as well as expected although the promoter loves Providence and the building and will return.

CONVENTION CENTER COMMITTEE

Mr. Hirsh reported that attendance at events at the Convention Center was lower than expected. Mr. Muldoon noted that the Convention Center management and staff are also doing a very good job with fewer people. He said that everyone has stepped up to see that the building is in good order. Mr. Muldoon stated that he is trying to keep costs in line and is realizing some savings in labor and energy costs. Mr. Muldoon stated that new events took place in the building. He noted that the Women's Barber Shop quartet and the Irish Dance Teachers Association both held events and will consider the

Convention Center for future years. Repeat shows included the NEACSM Conference, RI Federation of Teachers, the Fall Home Show, the Beer Show, Literacy for All and the GPAA Annual Dinner. Mr. Muldoon reported that the facilities had held two safety days. He said that we get high marks from our insurance carriers for our actions. Mr. Muldoon noted that an additional exit lane from the garage is being created to ease congestion following events. Mr. Muldoon said that he continues to work on parking opportunities and reported that a contract with Blue Cross for parkers did not materialize. Mr. Muldoon asked that the Board approve rent waivers for the International Association for Identification Annual Educational Conference and Bright Night Providence. He said that the discount for the IAI is tied to Food and Beverage and that Bright Night is a community event that is important to the City. Mr. Hirsh noted that both rent waivers were recommended for approval by the committee. Upon a motion duly made by Ms. Venturini and seconded by Mr. Butler it was unanimously

VOTED: to approve a rent waiver for the International Association for Identification Educational Conference.

Upon a motion duly made by Ms. Venturini and seconded by Mr. Buonanno it was unanimously

VOTED: to approve a rent waiver for Bright Night Providence.

VMA

Ms. Carter reported that she had spoken to a great many people regarding reviving the VMAF. She said that we need to tell the world about the New Day at the VMA. Ms. Carter said that the reception on stage at the theater attracted several people that will be of help to the VETS. Ms. Carter stated that the VMAF Board would assist with community outreach. Ms. Carter said that with everyone working together the theater could be a success.

Mr. McCarvill reported that attendance at the VMA was 10,000 patrons lower than anticipated. He also noted that attendance at the Convention Center and the Dunk are also below budget. Mr. Duffy said that there were several events in the City over the weekend. Wicked, the Dog Show, Indoor Car Racing, a Christmas Carol and VMA events were all competing for the entertainment dollar.

Mr. McCarvill explained that the State Budget Office and the Legislature are investigating the most advantageous opportunities for the possible purchase and repairs and maintenance of the VMA. Mr. McCarvill said that he will keep the Commissioners informed of decisions as they are made.

MARKETING

Ms. Venturini asked Ms. Sheridan and Mr. Schriever to briefly report

on CVB activities. Mr. Schriever reported on the definite booking highlights and the prospective bookings for the Convention Center. Mr. Schriever noted that several tentative events are for future years 2011 through 2015. Mr. Schriever stated that site inspections during the month included the American Choral Directors Association, the National Strength & Conditioning Association, the National Conference of Standards Laboratories and the American Contract Bridge League. He said that we have a verbal definite for the American Contract Bridge League and we are waiting for a signed contract. Mr. Schriever noted that the sales team had made sales call in the Boston area and attended meetings and trade shows in Braintree, Cape Cod, New Orleans and Louisville.

Ms. Cohen reported that the Dunkin' Donuts Center continues to negotiate sponsorships for signage. Ms. Cohen said that the sales of the party suite are going extremely well. She said that there are still some events that the suites are available but none for Jeff Dunham or Carrie Underwood. Ms. Cohen reported that Auto racing received a lot of attention from the media. She said that the Projo ran interviews with both the NASCA driver, David Reutimann and local race car driver and winner of the first Dunkin' Donuts Coffee Cup trophy, Mike Stefanik. Media attention was also given to Keith Lockhart of the Boston Pops. Ms. Cohen reported that the stars from Disney on Ice would be visiting Hasbro Children's Hospital and both ABC's Don Coyne and CBS's Patrick Little will have interactive pieces the week of the show.

Mr. Muldoon reported that the Convention Center sales team is working on securing multiple year contracts with Emery Waterhouse, New England Regional Turfgrass and the machine Quilters Exposition and working on finalizing contracts with IEEE PES ESMO, New England Independent Booksellers, American Choral Directors and the American Society of Plant Biologists. Mr. Muldoon noted that the Brown University Vendor Fair was a great source of prospective business and that the sales staff has made or will be making follow up phone calls and sending e-mails to sixty five potential clients. Ms. Venturini commented that possibilities for years 2013, 2014 and 2015 are encouraging. Ms. Sheridan said that things are slowly picking up.

Mr. Singleton reported that John Prine did better than expected at the VMA but Celtic Sojourn did not.

Ms. Keough reported that the web site will be ready for launch the first week of January. She said that we have had a few bumps in the road but things seem to be going smoothly at present. Ms. Venturini asked Ms. Keough to send the link to the Commissioners. Ms. Keough said that she would. She reported that she has been working hard to ensure that the sites are consistent and that everything is flowing the way that they are meant to do. Ms. Keough stated that security procedures will be put in place so that only authorized individuals will be able to edit their section of the site.

Mr. Duffy commented that we have a lot of good news.

OTHER BUSINESS

Mr. McCarvill reported that our litigation regarding the City Ordinance has been assigned to Judge Lisi and should be heard at the end on January.

Mr. McCarvill thanked Cheryl Cohen, Larry Lepore and Deb Polselli for the work that they have been doing on the naming rights for the Dunkin' Donuts Center. He said that we have taken our existing contract, made some adjustments and offered Dunkin' Donuts our first draft. Mr. McCarvill said that keeping Dunkin' Donuts would be the best option for us. He said that we are in a unique situation with Dunkin' Brands because they are also a great marketing partner for events.

Discussions ensued regarding a new marquee for the rear of the building. Mr. Leach said that there are restrictions for signage facing I95 and we would be required to seek an exemption for RIDOT.

Mr. Duffy wished everyone a Merry Christmas. Mr. Duffy asked if there was any new business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Ms. Venturini and seconded by Mr. Butler it was unanimously

VOTED: to adjourn at 10:10 AM